

DED Joins VEDP in Virginia Aerospace Media Tour

At the invitation of the Virginia Economic Development Partnership (VEDP), Loudoun County Economic Development Director Larry Rosenstrauch took part in the **Virginia Aerospace Media Tour** April 15-17. Hosted by VEDP, the event allowed journalists from national aviation and site selection publications the opportunity to visit the state's most prominent aerospace companies and meet with local area economic development officials. VEDP's goal in organizing the event was to showcase Virginia as an ideal location for aerospace businesses, and to gain positive media exposure for the region, local areas and individual companies.

Northern Virginia's stops along the tour were Atlantic Coast Airlines and Orbital Sciences in Loudoun County, as well as The National Air & Space Museum's Stephen F. Udvar-Hazy Center at Dulles Airport, BAE Systems in Reston, and Boeing in McLean. The tour also included meetings with the Peninsula Alliance for Economic Development in Williamsburg, the Public Schools Aviation Academy and Advanced Technologies, Inc. from Newport News, and The Virginia Air & Space Center and the NASA Langley Research Center from Hampton.

According to VEDP, Virginia has 290 companies involved in the aerospace industry, employing more than 40,000 people.

WorldCom announces name change, headquarters relocation

Loudoun County major employer WorldCom ended months of speculation by announcing April 14 that it would consolidate its headquarters operations at its Ashburn campus. The company's original headquarters, in Clinton, Mississippi, has long been associated with former CEO and co-founder Bernie Ebbers, while new CEO Michael Capellas has operated from Ashburn since being hired last November. The long-term plan for employees in Clinton has not been released.

The announcement came as the company filed its proposed Plan of Reorganization with the U.S. Bankruptcy Court for the Southern District of New York, delivering on the company's "fast track" Chapter 11 reorganization schedule. If the court accepts the company's reorganization proposal in May, the company will emerge from bankruptcy with just \$3.5 to \$4 billion in debt, its creditors will have control of the company, and WorldCom shareholders will receive nothing.

Additionally, the company announced that it was dropping its "WorldCom" nameplate, and instead converted all current company references to MCI, the telecommunications company it acquired in 1998. The company's wholesale business will be sub-branded as UUNET.

"We wanted a new name that would make us proud," said CEO Michael Capellas. "Once we evaluated our branding options, we realized that we already had a winner - MCI. With established brand equity and a name that stands for integrity, innovation and value, we're ready to regain our leadership position in the market."

Department's Prospect Activity—April:

- Responded to 230 requests for general information
- Sent out 47 marketing packages
- Worked with 47 on-going prospects
- Distributed 2,015 Wine Trail Brochures, 11 Growth Summaries, 20 Loudoun Maps and 10 Farmers' Market Applications

Inside this issue:

Announcements and Expansions	2
Noteworthy	3
Department News	4
Construction Activity	4

Announcements and Expansions

New & Existing Business



Chainlinks Retail Advisors (www.chainlinks.com) will move their national headquarters from Vienna to Ashburn July 1. The company, which has more than 450 associates working in 50 offices, is one of the largest retail-only full-service real estate providers in the United States and Canada.

Chainlinks provides tenant representation, project leasing, property management, investment advice, development and disposition services. The company's most recent accomplishment is an agreement reached April 22 with Kmart. Under the terms of the agreement, Chainlinks will work with Kmart's internal real estate staff in identifying retailers, investors and landlords interested in obtaining the leases for the 283 stores the retailer is in the process of closing.

The 4,150 square foot Ashburn office will initially employ 10, but the company plans on future expansion.

SevenSpace (www.sevenspace.com) has announced the May 5 opening of its new Global Management Operations Center (GMOC) in Ashburn. SevenSpace provides worldwide information technology outsourcing with an integrated suite of monitoring, management, security and enhanced services designed to reduce costs and increase systems performance.

The GMOC is housed in SevenSpace's new 18,600 square foot corporate headquarters at Ashbrook Business Park. The office has approximately 100 employees — primarily application, network and security experts.

Formerly located in Chantilly, the new Loudoun office will provide guaranteed 24/7 IT operations management for clients using an innovative remote platform. This new operations center represents SevenSpace's growth and success as a leader in selective IT outsourcing.



Rural Business News

The Loudoun Farm Fresh Product Guide was released in mid-April and is currently available at local libraries and online at <http://www.rural-loudoun.state.va.us/pguid02.htm>.

The guide, produced by the Department of Economic Development, serves as a 6-month reference for 41 of the county's fresh-product farms.

The document also provides details of the Spring Farm Tour scheduled for May 17 and 18. This year's self-guided weekend tour runs from 10am to 4pm, and includes 20 possible stops, including two new destinations: Blue Ridge

Center and Lucia Farm.

Blue Ridge Center is a 900-acre community-supported farm and forest founded in 2000, and will offer heirloom vegetable, flower, and herb plants for sale during the tour.

Lucia Farm is an equestrian center providing lessons and horse boarding, and will offer riding demonstrations and pony rides May 17 and 18.

The Farm Fresh Product Guide also highlights Loudoun's "pick-your-own" farm destinations and the farms currently offering community supported agriculture (CSA's).



Noteworthy

The **Loudoun County Science and Technology Cabinet** held its quarterly meeting April 25 at the River Creek Club in Leesburg. The session's topic, Molecular Medicine and Automation, was organized by Robin Felder, Ph.D., Director of the Medical Automation Research Center at the University of Virginia. Additional speakers included Gary Evans, Ph.D., CEO of Angle Technology Group in Charlottesville; Eric J. Erickson, Manager of Science and Technology for O'Brien/Atkins Associates at Research Triangle Park in North Carolina, and Charles E. Hamner, DVM, Ph.D., Chairman of the Board of Directors of the UVA Patent Foundation.



Directed by Robin Felder, Ph.D., the Medical Automation Research Center boasts a \$1.5 million dollar annual budget and a staff of over 30 dedicated to the mission of improving health care and education in the field of medical automation and

As a result of last month's Loudoun County School Business Partnership Breakfast, one Loudoun business confirmed its interest in helping Loudoun County schools. **NLX**, an internationally recognized provider of simulation and training systems and related services for military and commercial customers, was an invited guest of Chairman Scott York and the Department of Economic Development at the March 7 event. Following the breakfast, NLX signed on to participate in the 22nd Annual Loudoun County Regional Science and Engineering Fair. The company provided four judges for the event, sponsored awards in the mathematics category, and NLX president Tony Syme was in attendance to present checks to the winners. Additionally, the company created a Best in Aerospace Award, which included a ride in a company simulator.



CRYPTEK, Inc., a leading provider of network security for protecting high-value information assets, announced a new \$8.1 million contract for Web Server Security Systems for the Department of Defense's Joint Engineering Data Management Information and Control System (JEDMICS) April 1. The new contract is the fifth that CRYPTEK has received for the JEDMICS project. The JEDMICS database is a digital repository of military engineering drawings and related engineering data, comprising approximately 70 million images housed at Army, Navy, Air Force, Marine Corps and Defense Logistics Agency sites.

(Continued from page 1)

place."

Also on April 14, MCI appointed Robert T. Blakely as the new Executive Vice President and Chief Financial Officer. Blakely has served as Executive Vice President and Chief Financial Officer of both Tenneco Inc. and Lyondell Chemical. Blakely recently completed a four-year appointment as a member of the Financial Accounting Standards Advisory Council, which advises the Financial Accounting Standards Board on issues relating to full and complete financial reporting and disclosure. He also served as a founding member of Standard & Poor's Issuer Advisory Council.

WorldCom first filed for bankruptcy in July 2002, following news of a financial scandal projected to include as much as \$9 billion in accounting fraud. In early April, the *Wall Street Journal* reported that the total could reach as high as \$11 billion. Completed investigation results are expected this summer.





Loudoun County Economic Development Progress

1 Harrison Street, SE, 5th Floor
P.O. Box 7000
Leesburg, Virginia 20177
Phone: 703-777-0426
Toll Free: 1-800-loudoun
Fax: 703-771-5363

VISIT US ON THE WEB AT:
WWW.LOUDOUN.GOV/BUSINESS

Department News

Sean LaCroix presented his **review of the most recent economic downturn** to Kirby Bowers and members of his executive team, and to approximately 40 members of the Leadership Loudoun Team of county department directors in April. The presentation focused on the economic downturn of 2001 and the implications that downturn might have for the current recovery at the national level.

Tony Smith, Sandy Denham, and Science and Technology Cabinet Chair Terry Sharrer met with **George Washington University** officials April 15. The meeting featured a tour of the Ashburn Campus facility, including the earthquake and crash testing simulation labs. The group also discussed possible future collaborations between the university and the Department of Economic Development.

Main Street Loudoun (www.mainstreetloudoun.org), led by coordinator Martha Semmes, sponsored a day trip to historic **Staunton, Virginia** on Saturday, April 12 to tour its downtown and learn how the city's Main Street Program helped to restore the area as the thriving and successful heart of its community. This Shenandoah Valley city, located about two hours from Leesburg, is Virginia's first winner of the prestigious Great American Main Street Award from the National Main Street Center. Highlights of the tour included a guided walking tour of Staunton's downtown attractions, including the Blackfriar's Playhouse, the historic Wharf district, and the R. R. Smith History and Arts Project.

Construction Activity

In March 2003, Loudoun County permitted 29,966 square feet (SF) of nonresidential construction. The combined value of new buildings (\$1,282,000) and alterations (\$2,474,198) is over 3.7 million.

Office — 1,792 SF in March and 0 SF in February

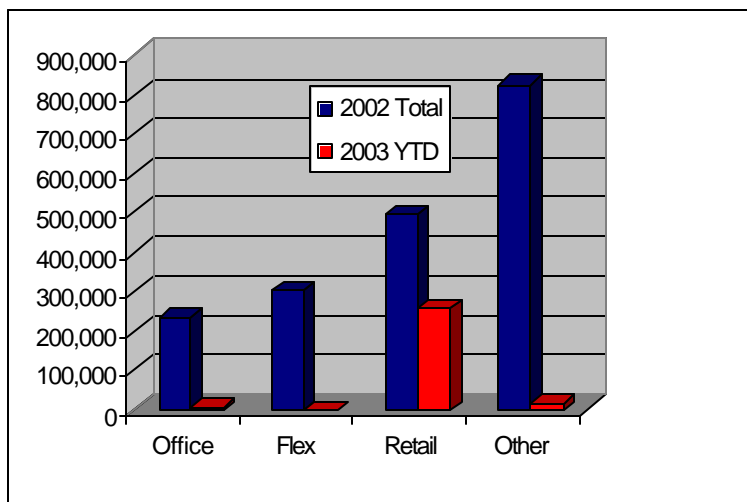
Flex/Industrial — 0 SF in March and 0 SF in February

Retail — 24,019 SF in March and 230,945 SF in February

Other — 1,155 SF in March and 10,725 SF in February

Taxable — 24,274 SF in March and 241,670 in February

Route 28 — 0 SF in March and 129,177 SF in February



Nonresidential Construction — Square Feet Permitted
2002 Total and 2003 Year-to-Date